



**PENNAR INDUSTRIES LIMITED**  
**Q1 FY22 RESULT PRESENTATION**

August 2021



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# Discussion Summary

- ❖ **Results Update**
- ❖ **Company Overview**

# Q1 FY22: Consolidated Profit & Loss Statement



Particulars (Rs. in Mn)	Q1 FY22	Q1 FY21	YoY%	FY21	FY20	YoY%
Revenue From Operations (Net of Taxes)	4,883	1,662	193.8%	15,254	21,066	-27.6%
Other Income	25	28	-8.3%	187	203	-8.0%
<b>Total Income</b>	<b>4,908</b>	<b>1,690</b>	<b>190.5%</b>	<b>15,440</b>	<b>21,268</b>	<b>-27.4%</b>
COGS	3,018	1,011	198.5%	9,199	12,578	-26.9%
<b>Gross Profit</b>	<b>1,891</b>	<b>679</b>	<b>178.6%</b>	<b>6,241</b>	<b>8,690</b>	<b>-28.2%</b>
<b>Gross Margin %</b>	<b>38.5%</b>	<b>40.2%</b>	<b>-164 bps</b>	<b>40.4%</b>	<b>40.9%</b>	<b>-44 bps</b>
Employee Expenses	404	311	29.7%	1,364	1,618	-15.7%
Other Expenses	1,086	500	117.2%	3,762	5,178	-27.3%
<b>EBITDA</b>	<b>401</b>	<b>-133</b>	<b>-402.1%</b>	<b>1,115</b>	<b>1,894</b>	<b>-41.1%</b>
<b>EBITDA Margin %</b>	<b>8.2%</b>	<b>-7.85%</b>	<b>1602 bps</b>	<b>7.2%</b>	<b>8.9%</b>	<b>-168 bps</b>
Depreciation	128	121	5.7%	482	428	12.5%
Finance Cost	183	198	-7.5%	797	835	-4.5%
Exceptional item	-	-	0.0%	200	0	100.0%
<b>PBT</b>	<b>90</b>	<b>-451</b>	<b>-120.0%</b>	<b>36</b>	<b>631</b>	<b>-94.2%</b>
Tax expense	27	-111	-124.4%	8	97	-91.7%
<b>PAT Before MI</b>	<b>63</b>	<b>-340</b>	<b>-118.6%</b>	<b>28</b>	<b>534</b>	<b>-94.7%</b>
<b>PAT Margin %</b>	<b>1.3%</b>	<b>-20.1%</b>	<b>2144 bps</b>	<b>0.2%</b>	<b>2.5%</b>	<b>-233 bps</b>

## Key Business Updates



- **Current order book position:-**

- PEBS Division - Rs. 3,190Mn
- Enviro Division- Rs. 510Mn
- Railways division – Rs. 1,400Mn

- The Company sold a freehold land situated at Bandalguda, Hyderabad. Upon sale, resultant profit of ₹ 1,996 lakhs has been disclosed as an exceptional item for the quarter and year ended March 31, 2021.
- Ascent Buildings LLC wholly owned subsidiary of the Company Pennar Global INC, USA to invest additional 4.3 Million USD for setting up PEB plant in USA.

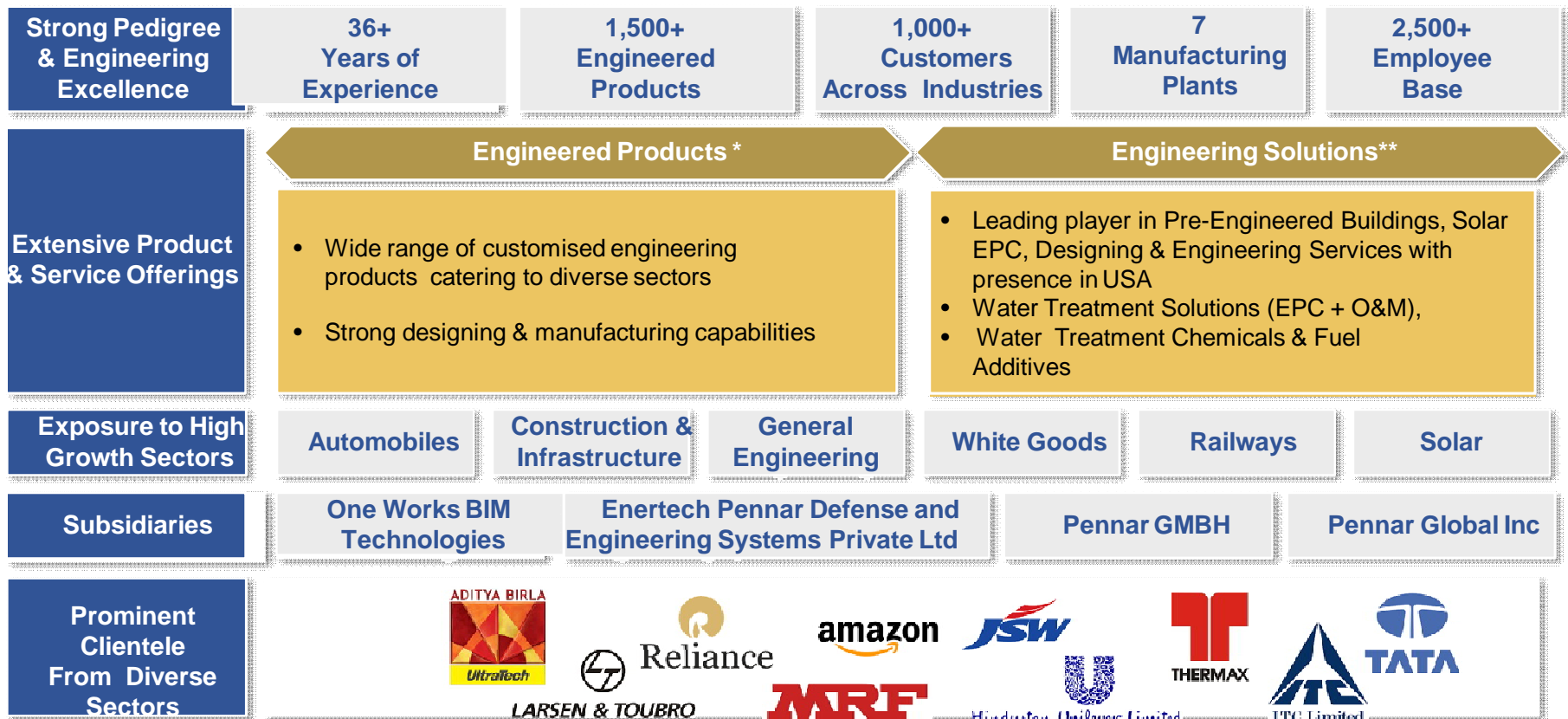
# Discussion Summary

- ❖ Results Update
- ❖ **Company Overview**

# Diversified Engineering Company With End-To-End Capabilities



## Wide Spectrum of Engineered Products & Customised Turnkey Engineering Solutions Across Diverse Industries



Note: \* includes Steel Products BU, Tubes BU, Industrial Components BU, Railways BU, \*\* includes PEBS Pennar, Pennar Enviro, Pennar Global subsidiaries

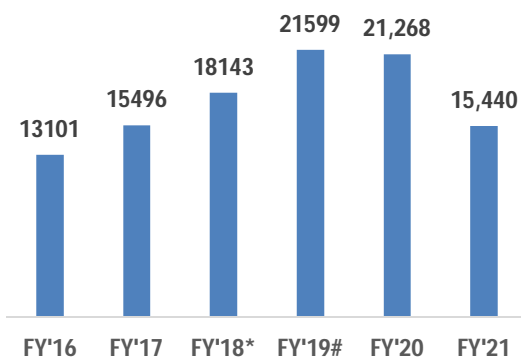
# Strong Track Record: Consistent Growth & Improving Profitability



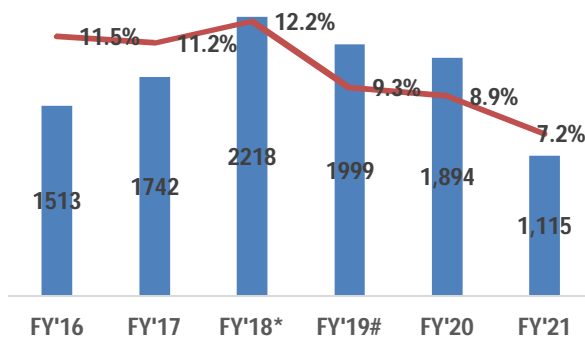
In Rs Mn

FY15-16 Figures are as per the I-GAAP, FY17-21 Figures are as per IND-AS

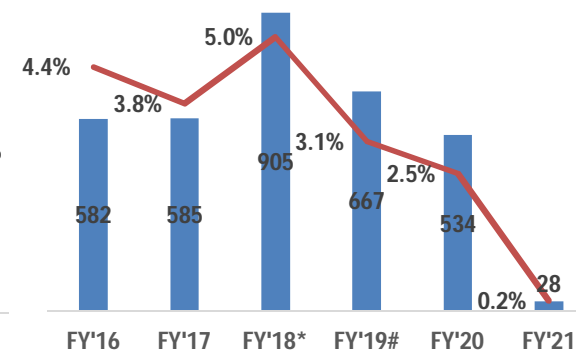
## Total Revenues



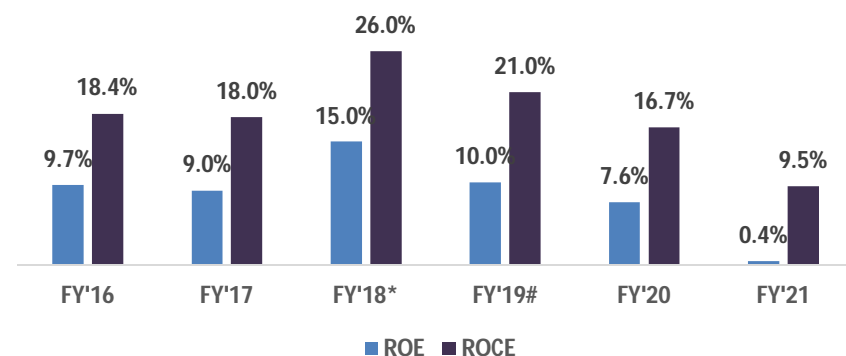
## EBITDA & EBITDA Margin



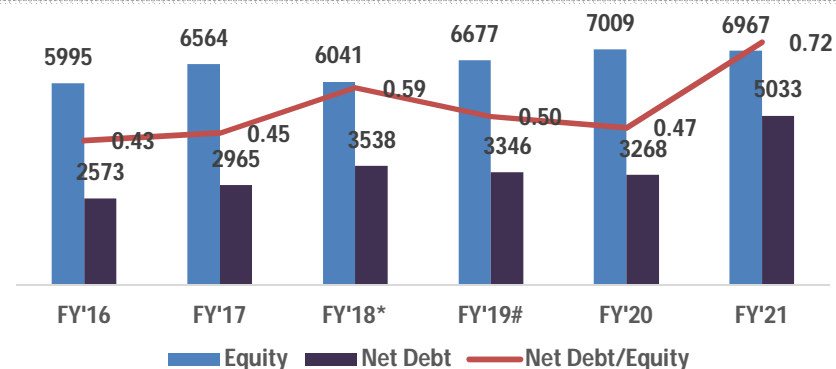
## PAT Before MI & PAT Margin



## Return Ratios



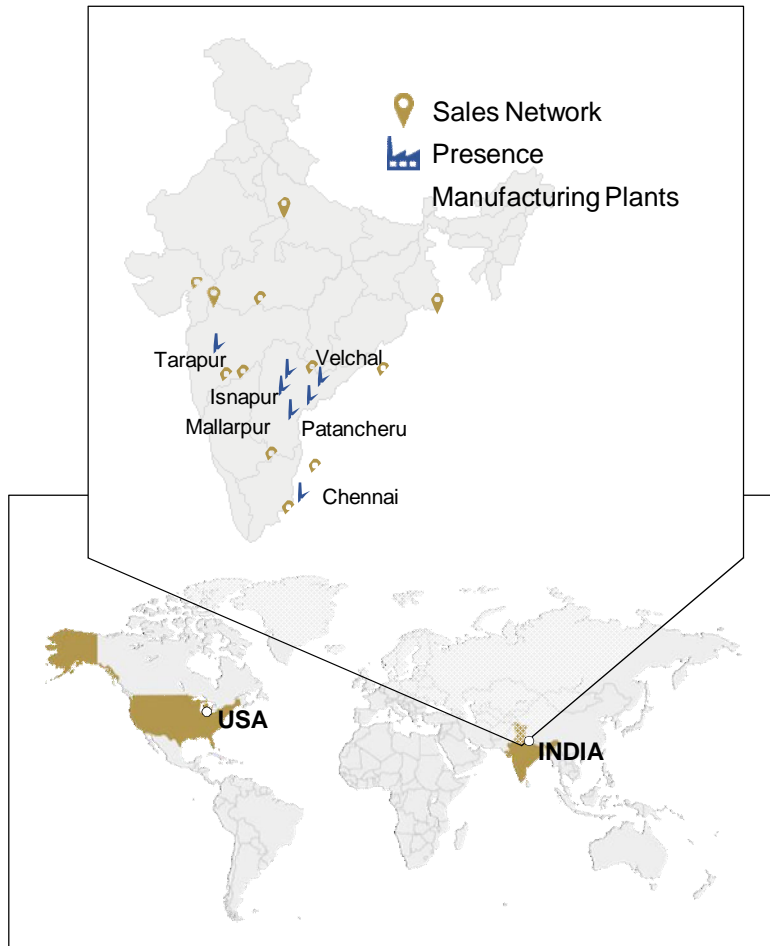
## Leverage Analysis



\* adjusted to exclude exceptional and non-recurring items # Post Merger ROE = PAT / Avg. (Equity + MI), ROCE = EBIT / Avg. Capital Employed (Total Debt + Equity + MI)



# Robust Manufacturing Facilities & Strong Sales Network



Location	Products
<b>Patancheru,</b> Andhra Pradesh	Press Components, Profiles, ESP / Building Products, Sheet Piles / Solar, Railway Components, CRSS, Fabrication
<b>Chennai,</b> Tamil Nadu	Coaches, Auto Profiles, Components / Hydraulics, Building Products, Body in white goods
<b>Isnapur,</b> Andhra Pradesh	CRSS, ERW / CDW Tubes, Profiles, Solar
<b>Velchal,</b> Telangana	Strip Galvanizing, Hot Dip Galvanizing, Pre engineered building systems
<b>Tarapur,</b> Maharashtra	Solar, Building Products, Auto Profiles, ESP
<b>Sadashivpet,</b> Telangana	Pre-Engineered Building Systems, Steel structures and Photo voltaic Module
<b>Mallapur,</b> Hyderabad	Fuel Additives, Water Treatment Chemicals & Solutions

# Board of Directors



Name	Designation
Nrupender Rao	Executive Chairman
Aditya N. Rao	Vice Chairman, Managing Director
K Lavanya Kumar	Executive Director

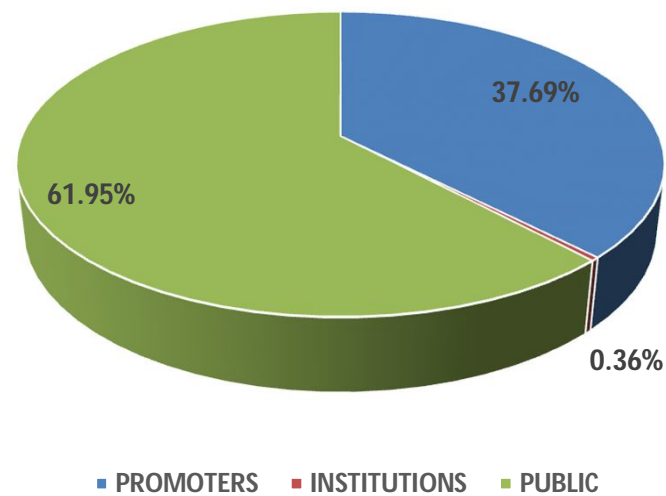
Name	Designation	Description
<b>P. V. Rao</b>	Non-Executive Director	<ul style="list-style-type: none"> <li>•Served as Ex Joint Managing Director of Pennar Industries Ltd.</li> </ul>
<b>Eric James Brown</b>	Non-Executive Director	<ul style="list-style-type: none"> <li>•President and CEO of Pennar Global, Inc.</li> <li>•30+ years of experience</li> </ul>
<b>Ravi Venkata Siva Ramakrishna</b>	Additional Non-Executive Independent Director	<ul style="list-style-type: none"> <li>•Appointed as the Managing Director of the Company in June 1999 and as Group President ( APAC &amp; MEA ) i.e. Signode India, China, MEA, Japan, Korea and ASEAN in 2011. He retired from service on December 31st 2020</li> <li>•Graduate in Engineering in Chemical Technology from Birla Institute of Technology and Science, Pilani</li> </ul>
<b>Chandrasekhar Sripada</b>	Non-Executive Independent Director	<ul style="list-style-type: none"> <li>•40+ years corporate career in HRM across Public, Private and Multi-National Companies</li> <li>•MBA, MA &amp; PhD</li> </ul>
<b>B Kamalaker Rao</b>	Non-Executive Independent Director	<ul style="list-style-type: none"> <li>•Serving as Director on Boards of several Government and Public Sector Undertakings</li> <li>•Distinguished member of the AP Legislative Council and a Senior Spokesperson for his political party</li> </ul>
<b>Manish Sabharwal</b>	Non-Executive Independent Director	<ul style="list-style-type: none"> <li>•Member of the Prime Ministers Council on Skill Development and has served on the Planning Commission steering committee on labour and employment for the Eleventh five year plan (2007-12)</li> <li>•He is a member of the CII core group on labour reforms</li> </ul>
<b>Varun Chawla</b>	Non-Executive Independent Director	<ul style="list-style-type: none"> <li>•9+ years of Investment Banking experience</li> <li>•He was one of the founders of myguesthouse.com, acquired by Make My Trip.</li> </ul>
<b>Bharati Jacob</b>	Non-Executive Independent Director	<ul style="list-style-type: none"> <li>•Extensive experience in venture investing, marketing and financial services.</li> <li>•Masters degrees from The Wharton School of University Pennsylvania and XLRI Jamshedpur</li> </ul>

## Independent Directors

# Shareholding Structure



## Shareholding Pattern – As on 30<sup>th</sup> June 2021



Source: BSE



**Pennar**

**Thanking You**



**Pennar**

Sunil Kuram  
Vice President

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